



The California Managed Risk Medical Insurance Board

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October 27, 2006

2007-08 SPECIAL ACCESS DENTAL PLAN PROCUREMENT

**To Remove Access Barriers in Specific Locations throughout California
Contract Period: July 1, 2007 - June 30, 2008**

NOTE: KEY DEADLINE DATES ARE CONTAINED ON PAGE 5

This notice provides important information regarding the possible selection of dental plan contractors whose provider networks are not currently contracted with a dental plan participating in the Healthy Families Program (HFP). A contract awarded from this solicitation would be for the purpose of providing comprehensive dental care to subscribers throughout the contractor's service area for a one-year period July 1, 2007 through June 30, 2008, with the potential for two one-year contract extensions through June 30, 2010. This solicitation is comprised of two phases: a Qualifications phase and a Contract Proposal Submission phase.

This solicitation does not guarantee that any proposer to this solicitation will be selected and awarded a HFP contract nor that any proposer who is invited to submit a Phase II contract proposal submission package on the basis of its Qualifications submission will be awarded a contract. The Managed Risk Medical Insurance Board has the sole discretion to determine whether it is in the best interest of the HFP program or subscribers to award a contract.

Background

The Managed Risk Medical Insurance Board (MRMIB) administers the HFP. In this solicitation, MRMIB is seeking proposals from dental plans that currently have providers under contract or on staff who would be available and willing to serve HFP subscribers in areas where access to dental care is limited. Recent data from the Office of Statewide Health Planning and Development show that certain counties and certain areas within counties do not have enough dentists under contract with current HFP dental plans to ensure HFP subscribers have timely access to comprehensive dental care. Attachment I shows areas throughout the state with dental health professional shortages. In addition, MRMIB has received information from subscribers in many of these areas about their having trouble finding an HFP dentist near their home or finding a dentist that is accepting HFP subscribers.

Since July 1, 1998, the Healthy Families Program has offered low-cost comprehensive health, dental and vision coverage to uninsured children with family incomes above the no-cost Medi-Cal eligibility level but not exceeding 250% of the federal poverty level (FPL. As of September 30, 2006, 768,500 children were enrolled in the program. The program is funded with a combination of federal State Children's Health Insurance Program funds and state funds.

Coverage is provided through a purchasing pool in which families select a health, dental and vision plan from several offered in their areas of residence. In 2005, the Board awarded 3-year contracts to a total of 26 health plans, 6 dental plans, and 3 vision plans.

Except for American Indian and Alaskan Native subscribers, families contribute toward the cost of HFP coverage in the form of premiums and co-payments. Families currently pay premiums ranging from \$4 to \$15 per child per month, up to a family maximum of \$45 per month. Families that select a health plan designated as a Community Provider Plan (CPP) receive a \$3 discount per child on their monthly premiums.

Covered services and benefits are described in the HFP regulations (Title 10 California Code of Regulations, Chapter 5.8, Article 3, in sections 2699.6709 through 2699.6715 and 2699.6719). Program regulations, as well as other HFP information, are available on the MRMIB website (www.mrmib.ca.gov). If a subscriber has been authorized by the California Children's Services (CCS) Program to receive services, medically necessary services to treat CCS-eligible conditions are "carved out" of HFP benefits.

Eligible Entities

Entities eligible to respond to this solicitation are those dental plans that employ, or have existing contracts with, providers not already available to HFP subscribers through any other participating HFP dental plan, whether directly or through a subcontract or service agreement. Eligible entities must also demonstrate in their proposal submission they have obtained or will obtain regulatory authority to offer the HFP benefit package as a licensed health care service plan (California Department of Managed Health Care [DMHC]) or insurer (California Department of Insurance [DOI]) by **March 15, 2007**. Interested entities are encouraged to contact DMHC or DOI as soon as possible to clarify if additional regulatory review and approval are needed.

All entities seeking to provide dental services to HFP subscribers should be familiar with Title XXI of the federal Social Security Act, the authorizing state statute (Insurance Code section 12693 et seq.), and HFP regulations.

Dental Plan Provider Networks

MRMIB is seeking to fill gaps it believes exist in certain areas of California where HFP subscribers have reported difficulty gaining access to a dental provider. As with the 2005-08 procurement through which MRMIB selected its current panel of HFP dental plans, MRMIB requires plans selected through this solicitation to provide subscribers

with access to the plans' largest commercial (or for plans that currently serve only Medi-Cal members, their full Medi-Cal) provider networks. Dental plans that participate in both the Medi-Cal and the commercial insurance markets are being asked to provide HFP subscribers with access to their commercial network and are encouraged to enhance their commercial networks with those providers and facilities that are currently available only in the Medi-Cal network.

Phase I Qualifications Screening

In order to be considered for an HFP contract for 2007-08, proposing dental plans must, in the Phase I Qualifications Screening submission, first demonstrate that their provider network is not currently available to HFP subscribers and/or that their network covers areas not adequately served by current HFP dental plans. Attachment 1 shows the areas of the state where MRMIB has determined an inadequate number of dentists are available to HFP subscribers. Phase I asks proposing dental plans to respond to the questions in Attachment 2 to demonstrate how their network of dental providers will mitigate areas of limited provider capacity or no access to providers.

Phase II Contract Solicitation Package (only for plans selected as a result of the Phase I Qualifications Screening)

MRMIB will review Phase I submissions and select plans that will be requested to submit contract documents for consideration for a one-year (2007-08) HFP contract. All plans submitting a Phase I Qualifications proposal will be emailed the Contract Solicitation Package on November 20, 2006 and will be notified by December 13, 2006 if their Phase I Qualifications Screening provided sufficient information for the Board to consider a Phase II submission from that dental plan. This will provide plans that are selected for further consideration after the Phase I Qualifications Screening is completed sufficient time to prepare the Phase II documents and submit them by the December 28, 2006 deadline. The Phase II Contract Solicitation Documents will include additional assessment criteria and MRMIB's Model Dental Plan HFP contract.

Rates of Payment and Family Value Package (Phase II Only)

The format for proposing flat per-subscriber fees will be found in the contract documents package for Phase II of this solicitation that will be mailed on November 20, 2006. MRMIB will pay participating plans on a per enrolled child per month basis. In the first month of enrollment, the negotiated rate will be paid for subscribers with effective dates of coverage on the first through the fifteenth day of the month. No payment will be made for the first partial month of coverage for subscribers whose coverage begins on the sixteenth day or later. Dental plans assume 100% of the risk for the cost of covered services.

Contract Term

The term of the contract is for one year, from July 1, 2007 through June 30, 2008. At the option of the State, the contract may be renewed for two additional one-year terms.

KEY DEADLINE DATES:

Proposals via email are due to HFPDentalSolicit07@mrmib.ca.gov

November 17, 2006	Phase I - Qualification Response Due
November 20, 2006	Phase II Contract Solicitation package sent to all Phase I proposers, regardless of whether they will be invited to submit a Phase II proposal
December 13, 2006	Notification of Phase I Screening Results Sent to Proposers
December 28, 2006	[Only as directed] Phase II Contract Submission Documents Due
January 5, 2007	[Only as directed] Rates Due
March 15, 2007	All Licensing Requirements Completed

Late submissions will not be accepted.

Contracting Process

The HFP enabling legislation exempts MRMIB from all provisions of state law related to competitive bidding. MRMIB will conduct a fair, open and rigorous competition, including a competitive negotiation process, for the award of contracts.

This solicitation package is being made available as an information item to all currently participating HFP dental plans, to all plans previously expressing interest in being HFP dental contractors, and to the State procurement forums, including the MRMIB website, for the general public's information.

Selection of Plans

The HFP authorizing statute permits MRMIB to select dental plans for participation in the program, using criteria developed by the Board, and instructs MRMIB to contract with a sufficient number of dental plans to assure that dental benefits are available to all subscribers.

Phase I Qualifications review proposals will be reviewed and screened using the following criteria:

The network of providers available for subscriber choice, as demonstrated by the plan's completed network capacity not currently available to HFP subscribers in those areas listed in Attachment 1.

Phase II Contract and Rate Proposal Submission

The State may enter into negotiations with a potential dental plan on the contents of the proposal submission, including its rate proposal. The State reserves the right to accept a proposal as submitted. All Phase II proposals will be evaluated as described in the Phase II Contract Solicitation package.

All potential dental plans who proceed successfully through both Phase I and Phase II of this solicitation should note the following:

- By **March 15, 2007**, plans must have their service areas for HFP coverage approved by their regulatory entities (DMHC or DOI) in order to be awarded a contract for such service areas and be a plan choice in those service areas during the HFP open enrollment for the 2007-08 benefit year.
- By **June 1, 2007**, plans must have their EOC/COI booklets, Provider Directories, and any collateral materials approved by DMHC or DOI and ready for distribution.

MRMIB Contact

Questions on this solicitation should be addressed to Denise Arend, Chief Deputy Director, at darend@mrmib.ca.gov or (916) 324-4695.

ATTACHMENT 1
CALIFORNIA DENTAL HEALTH PROFESSIONAL SHORTAGE AREAS
Source: Information obtained from the Office of Statewide Health Planning (OSHPD)

COUNTY	COUNTY AREA AND ZIP CODES ¹
Butte	Bangor (95914) Chico (95926-29, 95973, 59576) Durham (95938) Oroville (95965-66) Palermo (95968)
Colusa	Whole county
Del Norte	Whole county
El Dorado	Coloma (95613) Cool (95614) Echo Lake (95721) Garden Valley (95633) Georgetown (95634) Greenwood (95635) Kyburz (95720) Lotus (95651) South Lake Tahoe (96150-52, 96154-58) Tahoma (96142) Twin Bridges (95735)
Fresno	Burrel (93607) Cantua Creek (93608) Dunlap (93621) Five Points (93624) Helm (93627) Hume (93628) Huron (93234) Miramonte (93641) Orange Cove (93646) Parlier (93648) Piedra (93649) Reedley (93654) San Joaquin (93660) Squaw Valley (93675) Tranquility (93668)
Glenn	Whole county
Humboldt	The entire county except the following locations which are located in or by the Redwood National and State Parks: Blue Lake (95525) Orick (95555) Trinidad (95570)

¹ Note: To qualify for designation as a Dental HPSA, an area must be a Medical Services Study Area (defined by the state), must have a population to general practice dentist ratio of 5,000:1, and lack access to dental care in the surrounding areas because of distance, over-utilization or access barriers.

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COUNTY	COUNTY AREA AND ZIP CODES¹
Imperial	Brawley (92227) Calexico (92231-32) Ocotillo (92259) Salton City (92275) Westmorland (92281)
Inyo	Whole county
Kern	Bakersfield (93301-09, 93312-14, 93380, 93381-90) Buttonwillow (93206) Fellows (93224) Delano (93215-16) Lamont (93241) Lost Hills (93249) Maricopa (93252) McFarland (93250) McKittrick (93251) Shafter (93263) Taft (93268) Tupman (93276) Wasco (93280)
Kings	Avenal (93204)
Lake	Clearlake (95422) Clearlake Oaks (95423) Clearlake Park (95424) Finley (95435) Glenhaven (95443) Kelseyville (95451) Lakeport (95453) Lucerne (95458) Nice (95464) Upper Lake (95485) Witter Springs (95493)
Lassen	Whole county
Los Angeles	Compton Lynnwood Southgate
Madera	Chowchilla (93610) Madera (93636-39)

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COUNTY	COUNTY AREA AND ZIP CODES¹
Mariposa	Catheys Valley (95306) Coulterville (95311) Hornitos (95325) Mariposa (95338) Midpines (95345)
Mendocino	Boonville (95415) Branscomb (95417) Dos Rios (95429) Laytonville (95454) Leggett (95585) Philo (95466) Piercy (95587) Westport (95488) Willits (95490)
Modoc	Adin (96006) Lookout (96054)
Mono	Whole county
Monterey	Carmel Valley (93924) Greenfield (93927) King City (93930) Lockwood (93932) Moss Landing (95039) San Lucas (93954) Seaside (93955)
Riverside	Bellform Ormand High Grove Sunnyslope Rubidoux Riverside Junction

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COUNTY	COUNTY AREA AND ZIP CODES ¹
San Bernardino	Baker (92309) Bloomington (92316) Bryn Mawr (92318) Cedarpines Park (92322) Cima (92323) Colton (92324) Loma Linda (92350, 92354, 92357) Ludlow (92338) Lytle Creek (92358) Mountain Pass (92366) Newberry Springs (92365) Nipton (92364) Phelan (92329, 92371) Pinon Hills (92372) Redlands (92373-75) Rialto (92376-77) Trona (93562, 93592) Wrightwood (92397) Yermo (92398)
San Diego	Camp Pendleton Fallbrook Oceanside
San Luis Obispo	Atascadero (93422-23) Creston (93432) Paso Robles (93446-47) San Miguel (93451) Shandon (93461) Templeton (93465)
Santa Barbara	Buellton (93427) Casmalia (93429) Lompoc (93436-38) Los Alamos (93440) Santa Maria (93454-58)
Santa Cruz	Watsonville (95076-77)

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COUNTY	COUNTY AREA AND ZIP CODES ¹
Shasta	Anderson (96007) Bella Vista (96008) Big Bend (96011) Castella (96017) Cottonwood (96022) French Gulch (96033) Igo (96047) Lakehead (96051) Millville (96062) Montgomery Creek (96065) Oak Run (96069) Obrien (96070) Palo Cedro (96073) Platina (96076) Round Mountain (96084) Shasta (96087) Shasta Lake (96019, 96079, 96089) Whiskeytown (96095) Whitmore (96096)
Siskiyou	Whole county except the north-east corner (Klamath Lake, Klamath Wildlife Refuge, Tulelake National Wildlife Refuge, Lava Beds National Monument)

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COUNTY	COUNTY AREA AND ZIP CODES ¹
Sonoma	Annapolis (95412) Camp Meeker (95419) Cazadero (95421) Duncan Mills (95430) Guerneville (95446) Jenner (95450) Monte Rio (95462) Occidental (95465) Rio Nido (95471) Stewarts Point (95480) The Sea Ranch (95497) Villa Grande (95486)
Tehama	Corning (96021) Gerber (96035) Los Molinos (96055) Manton (96059) Mill Creek (96061) Mineral (96063) Paynes Creek (96075) Proberta (96078) Red Bluff (96080) Tehama (96090) Vina (96092)
Trinity	Mad River (95552) Zenita (95595)
Tulare	Alpaugh (93201) California Hot Springs (93207) Ducor (93218) Earlimart (93219) Farmersville (93223) Goshen (93227) Lindsay (93247) Pixley (93256) Porterville (93257-58) Posey (93260) Richgrove (93261) Springville (93265) Strathmore (93267) Terra Bella (93270) Tipton (93272) Tulare (93274-75) Visalia (93277-79, 93290-92) Vaukena (93282)

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COUNTY	COUNTY AREA AND ZIP CODES¹
Tuolumne	Chinese Camp (95309) Columbia (95310) Jamestown (95327) Pinecrest (95364) Sonora (95370)
Ventura	Fillmore (93015-16) Oak View (93022) Ojai (93023-24) Oxnard (93030-36) Piru (93040) Port Hueneme Cbc Base (93043) Point Mugu Nawc (93042) Port Hueneme (93041, 93044) Santa Paula (93060-61) Ventura (93001-07, 93009)

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ATTACHMENT 2 PHASE I QUALIFICATIONS REVIEW

Name of Dental Plan: _____

Please use the following questions to demonstrate how your network of dental providers will mitigate areas of limited provider capacity or no access to providers.

1. What is the number of dentists the plan has currently under contract statewide?
2. How many dentists are currently under contract in areas listed on Attachment 1? Please identify the number of dentists by county (and service plan area/zip code if available).
3. List the dental plans to which your plan subcontracts your provider networks by county (and service plan area/zip code if available).
4. Please provide the number of HFP subscribers currently served by your provider networks by county (and service plan area/zip code if available).
5. Attachment 1 identifies counties, areas within counties, and the corresponding zip codes that are identified as Dental Health Professional Shortage Areas.

Using the information provided in Attachment 1, please provide the following information:

- a. The number of dentists in plan network in a specific county or area of a county identified in Attachment 1 that do not currently serve HFP subscribers
- b. How many of these dentists would be willing to accept HFP subscribers?
 - Please provide the name and phone numbers of the dentists that would accept HFP subscribers.
6. Please describe the process by which the plan will be able to ensure complete and timely contracting with these dentists.